

Message Text

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PAGE 01 JIDDA 01569 021402Z

43

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 021235Z MAR 76
FM AMEMBASSY JIDDA
TO USDOC WASHDC
INFO SECSTATE WASHDC 3901
AMCONSUL DHAHRAN

UNCLAS JIDDA 1569

E.O. 11652: N/A
TAGS: BTIO, SA
SUBJECT: SAUDI FIRM REQUESTS CONTACTS WITH U.S. CONSTRUCTION
FIRMS

1. ISAM KABBANI, OWNER OF NATIONAL MARKETING, P.O.
BOX 460, JIDDA, SAUDI ARABIA, CABLE: CONMARK, TEL:
23314, HAS REQUESTED EMBASSY'S ASSISTANCE IN CONTACTING
U.S. CONSTRUCTION FIRMS FOR IMPLEMENTATION OF PROJECTS
IN SAUDI ARABIA'S FIVE-YEAR PLAN.

2. THE SAUDI FIRM WISHES TO ESTABLISH A JOINT
VENTURE OR NEGOTIATE ANY OTHER ARRANGEMENT WITH A U.S.
CONSTRUCTION COMPANY OR EVEN A CONSORTIUM OF COMPANIES.
IT WILL HANDLE PREQUALIFICATION PROCEDURES AND PREPARE
BIDS ON PROJECTS AND IS PREPARED TO CONTRIBUTE
SUBSTANTIALLY IN THE VENTURE. MR. KABBANI STATES
THAT MANY PROJECTS WILL BE TENDERED IN THE COMING
TWO YEARS UNDER THE GOVERNMENT'S FIVE-YEAR PLAN.
THERE ARE ALSO LARGE PROJECTS BEING PLANNED IN THE
PRIVATE SECTOR. PROJECTS ARE IN THE MULTI-MILLION
DOLLAR CATEGORY.

3. INTERESTED U.S. FIRMS SHOULD CONTACT KABBANI
DIRECTLY AT THE ABOVE ADDRESS. COPIES OF
CORRESPONDENCE ALSO SHOULD BE WENT TO THE EMBASSY
FOR ANY FOLLOWUP ACTION.

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Message Attributes

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Disposition Event:
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